MANITOBA DIRECTORY OF SOFTWARE CAPABILITIES

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MANITOBA SOFTWARE ASSOCIATION

92-07385/

The 1992 Directory of Manitoba Software Products and Capabilities

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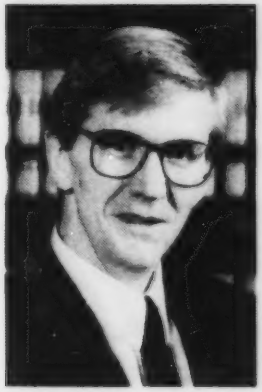
TO ORDER ADDITIONAL COPIES OF THIS DIRECTORY PLEASE CONTACT:

The Manitoba Software Association
414 - 435 Ellice Ave.
Winnipeg, Manitoba, Canada
R3B 1Y5

Phone (204) 944-8866
Fax (204) 945-7592

Minister of
Industry, Trade and Tourism

Winnipeg, Manitoba, CANADA
R3C 0V8



March 1992

Dear Reader:

The Government of Manitoba attaches high priority to the development of the information, electronics and telecommunications industry. Therefore, I am pleased to have collaborated with the Manitoba Software Association in the production of the 1992 Directory of Products and Capabilities.

I believe that Manitoba companies can provide a wide range of state-of-the-art products and services at a level competitive with national and international enterprises. The capabilities of the companies who provided information for the production of this directory demonstrate the significant strength and breadth of this industry.

I invite you to consider sourcing the world class resources available to you in Manitoba, when considering the acquisition of software products and services aimed at enhancing your productivity and competitiveness. Together, we will be able to build a thriving industry.

Eric Stefanson
Minister

Manitoba

MESSAGE FROM THE PRESIDENT OF THE MANITOBA SOFTWARE ASSOCIATION

MANITOBA SOFTWARE ASSOCIATION

March 1992

Dear Reader:

The Manitoba Software Association has produced this directory in conjunction with the Electronics Industry Associations's directory. The two volume set is intended to describe the capabilities of both the electronics and software industries in Manitoba.

The information included in this directory is intended to better acquaint the reader with the capabilities of the Manitoba Software industry. Manitoba's electronics industry is profiled in the matching volume of this directory set. The directory is intended to be used by purchasers, prospective investors, government agencies, foreign offices, universities and graduate students.

We would like to thank the companies and organizations that responded to our information survey. Thanks also goes out to the people who contributed to the completion of this directory. Special thanks goes to the Information Telecommunications and Technology Branch - Manitoba Industry, Trade and Tourism - for supporting this directory. Without their assistance this directory would not have been possible.

If your require additional copies of this volume, or of the Manitoba Electronics Directory of Capabilities, please contact the Manitoba Software Association at (204)-944-8868.

Pat Binns
President
The Manitoba Software Association

MANITOBA . . . POISED FOR PERFORMANCE

MANITOBA'S software industry, located in the geographical centre of North America, has primary access to many resources, industries and markets throughout the world. This contributes to the insight and depth needed to produce first class software for world markets.

Accompanying our many "home grown" companies, which focus on numerous individual markets, as well as broad-based applications, Manitoba has many multinational corporations developing and producing high technology products for their world markets.

We have companies working in areas such as advanced health care, defence systems, the design and manufacture of magnetic storage devices, the development and application of imaging solutions, the development of a very large, comprehensive and multi-participant (private and public sector) land information system. Some companies are taking on the competitive PC based business market

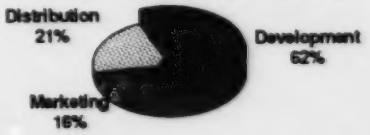
head on with sophisticated Windows 3.x based business applications aimed at the vast corporate market. Many other top notch Manitoba companies are behind hundreds of products in use locally, and throughout the world in specialized areas including medicine, engineering, finance, education, science, and agriculture.

Manitoba's software development and services sector alone reports over $120,000,000 in revenue employing over 700 people and has matured with the average company in business for over 7 years. Sixty percent of the software sales occurs in markets outside of Manitoba while the companies apply sixty percent of their resources to continued development and support.

The information & tele-communications industries are major growth industries strategic to the sustained growth of any economy. With the cost of high bandwidth global tele-communication plunging and the proliferation of extremely

Revenue Sources

Resource Distribution



Geographical Distribution

powerful, low cost computing systems, companies employing these resources will gain a competitive advantage. The emerging "global market" dictates that industry must deliver high quality products and services while maintaining competitive prices. Optimizing efficiencies through the use of information technology is an important key to achieving this.

Manitoba is a consumer of information & tele-communications technology, however, Manitoba is also a net supplier with over $70,000,000 in revenue from information & tele-communications technology related products and services marketed outside of the province each year.

EIAM DIRECTORY CROSS REFERENCE

The following is a listing of the companies and contacts listed in the **1992 Electronics Industry Directory of Products and Capabilities**. If you would like more information about these companies, please consult the directory. You may order a copy from the:

The Electronics Industries Association of Manitoba
414 - 435 Ellice Avenue
Winnipeg, Manitoba, Canada R3B 1Y6
Ph: (204) 943-7533
Fax: (204) 943-9206

CONTACT: Val Waldbauer

ABB Inc.
Bill Pippy

ADT Canada Inc.
Barry Perrin

ADT Security Systems
Barry Perrin

AFCEA
LCol Coderre

Alcatel Cda. Wire & Cable
Rick Jaques

Analytic Software Professionals
Mr. Desmond Bean

Arthur Anderson & Co.
Ted Hlynsky

Atomic Energy of Canada
LimitedAndrzej Kosciuk

Gene Barbee
Mgmt. Consultants, Ind. Engineers

Bristol Aerospace Ltd.
Walter Czyrnyj

Canadian Standards Asc.
Thomas H. Higgins

CanPay Computer Software Ltd.
Mr. Lyle Scammel - President

Chubb Security Systems
Armin con Hacht

Cirlog Corporation
Bob Malenko, Vice President

Ciser Systems
Mohinder S. Kauldher

Clinicom International Services Inc.
Roger Girard, Vice President

Comcheq Services Limited
Barb Gamey, Director of Marketing

The Computer Paper

Coopers & Lybrand Consulting Group
Richard Jones

Crest Circuit Co. Ltd.
Hement M. Shah

CSB Systems Ltd.
Mr. Dan Stevens, President

D.E.M. Allen & Associates, Ltd.
D.E.M. Allen

D.J. Media Enterprises Inc.
Keith Thompson

D.J. Media Enterprises Inc.
Keith Thompson

Darrach Business Systems Ltd.
Scott Darrach

Darrach Business Systems Ltd.
Scott Darrach

Davetek Marketing Inc.
Dave Johnson

Deloitte & Touche

Dial Data

Diversity Products Ltd.

EB Systems Limited
W.e. (Bill) Evans

EIAM - Electronics Ind. Assoc of Man.
Val Waldbauer

Electro Sonic Inc.
R.J. Sawatzky

Electro Trac Circuits Ltd.
Robert Turcotte, Gunter Kuklik

CONVIRON (Controlled Environments)
Chuck Leibert

Evert Communications Ltd.
Gordon Hutchison, Bruce Blackie

Fields Industrial Electronics
Jeff Seymour

Fire-Tech Systems Inc.
Jeff Seymour

Gandalf Canada
Bob Wark

General Electric Aerospace
Alan Shade

GPT Canada
Ian Wright

HallCraft Electronics Ltd.
H. B. Smithen, Julian Garski

Herzing Institutes
Lynda Will

Hewlett Packard
Lyndon Olson, Bodhan Berestin

Hughes Aircraft of CDA.
Ron Guimond

ICMCM

IES (Industrial Electronics Services)
Mr. B. Fentum

Unisys Canada Inc.
Jamie MacPherson

Infotech Inc.
Zorianna Hyworon - President

Integrated Engineering Software
Dr. Bulent Yildir, President

Inventronics Limited
Jim Brannon, Gary Thompson

Iris Systems Inc.
Michael Wiebe

Keltek Printed Circuit
Richard Dalebozik

Kraus Industries Ltd.
Detlef Sachs, Hands Kraus

KVA Dynamo Inc.
Dean Keating

LGS Group Inc.
Clare Cremer, Managing Director

Linear Systems Ltd.
Tom Thorsteinson

University of Manitoba
Ray Hoemsen

Manitoba Gov't Employees Assoc.
Stephen Roznowsky

Manitoba Hydro
R. L. Ludwick

Manitoba Technical Training Centre
Ann Thomson

Manitoba Telephone System
Barry Gordon

Maxim Computer Systems
Arthur Arkin, President

Mitel Corporation
Colin Wymes

Monac International Corporation
Dave Peacock, Erling Nyburg

The Manitoba Software Association
Pat Binns

National Bank Leasing Inc.
Harry Mann - Owner

Norscan Instruments Ltd.
Ken Sontag, Danny Deleurme

Olafson Agency
Keith Olafson

P O S Systems
Richard Bell, Sales Manager

Paramax Systems Canada
Glen Johnson, Albert Cerqueira

Peat Marwick Stevenson & Kellogg
Lynn Raskin-Levine

Precision Metalcraft Inc.
Matt Kaufmann

Probe Industrial Electronics
Rick M. Lord, P.Eng., President

Quantic Laboratories Inc.
Curtis Rebizant, Product Marketing Manager

Red River Community College
Ken Webb, Martin Mayer

Rescom Ventures Inc.
Doug Mann, Executive Vice President

Ross Electronic Supply Ltd.
Eldon Ross

S.D.S. Technical Devices Ltd.
Ron Taylor

Science/Technology Awareness
Network Inc
Charlene Okell, Al Snyder

Sinclair Radio Laboratories Ltd.
David Schaan, Ann Martens

Softwrite Documenting
Susan M. Haire, President

South Winnipeg Technical Centre
Leonare Harapiak, Jose Bettencourt

SLH Systemhouse Ltd.
Berry Deakin, Account Executive

Technical Products Int.
F.W. Wellink, R.A. Mellon

Northern Telecom
Mark Fouillard, Maureen Presner

Tellier Electronics Ltd.
Tim Tellier

Tip Top Electronic Supply
Ian Blair

Toronto-Dominion Bank
Mr. A. P. Reutel

TSI Software Ltd.
Ed Dreger

Ubitrex Corporation
Kerry Thacher

Unisys Canada Inc.
Jamie MacPherson

Unitel Communications
William Bowes

Unitel Communications
William Bowes

University of Manitoba
Steve Onyshko

Vansco Electronics Ltd.
Gino Kost

Vision Engineering Research Group
Geoff Taylor

Vision Engineering Research Group
Geoff Taylor

Wang Canada Ltd.
Cal McElroy

Western DataCom Inc.
Al Erickson

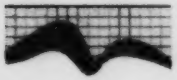
Western DataCom Inc.
Al Erickson

Winnipeg 2000
Karl Fabian

Company Listings

The following information has been made available to the Manitoba Software Association from information provided from the participating companies and organizations during 1991 and 1992. While every attempt has been made to ensure accuracy, The Manitoba Software Association and the funding agencies cannot assume any liability for losses due to errors or omissions. Please contact the company of interest for current information on their products and services.

Indicates
MSA Member 1992



A H COMPUTER SYSTEMS LTD.

201-2621 Portage Avenue
Winnipeg, Mb. R3J 0P7

CONTACT:
Mr. Patrick Binns
Vice-President
☎ (204) 831-1303
Fax: (204) 832-6873

PRODUCT AND SERVICES PROFILE

A H Computer Systems technical department provides engineering and software development services for contract work. Our programmers and engineers are fully knowledgeable with the IBM personal computer platform. We are totally committed to multi-user support for Novell and other LANs in the "C" environment. Other services that A H Computer Systems provides include computer sales, training, on-site service, and ongoing software support for our customers, feasibility and program development.

Core technology in serial communications and the development of Wide Area Networking is an area of particular interest for A H Computer Systems.

Rx Data Perfect is a prescription dispensing program for pharmacists. **Medix** provides electronic billing, appointment scheduling and medical history for patient's visits to a medical clinic. **Break Point** is a Point of sale retail cash management system

APPLICATIONS MARKETS

Pharmacies, Medical Clinics, Physiotherapy Clinics, Chiropractors, Retail Businesses, Insurance Brokers, and Corporate Communications to branch offices.

OPERATING HARDWARE

IBM and compatibles, 286, 386 or 486 personal computers. A H Computer Systems products support QNX and DOS network environments and are developed in the "C" programming language.

DISTRIBUTION

A H Computer Systems products are marketed directly as well as through retailers and referrals.

A-PLUS MANAGEMENT SYSTEMS

227-179 Allegheny Drive
Winnipeg, Mb. R3T 3A1

CONTACT:
Mr. Stewart Loewen
Manager
☎ (204) 477-6662

PRODUCT AND SERVICES PROFILE

A-Plus Management Systems is a developer of communications software. Wycomm+, a terminal emulation and communications package, performs terminal emulation for WYSE 60, PCTERM and other popular terminals. It includes file transfer capabilities using KERMIT and XMODEM.

APPLICATIONS MARKETS

A-Plus systems are good for all markets

OPERATING HARDWARE

PC, XT, 286, 386, 486. Products utilize PC or MS.DOS operating environments and "C"-ANSI programming language.

ALPHA INFORMATION SYSTEMS

102-720 Broadway
Winnipeg, Mb. R3T 0X1

CONTACT:
Mr. J.T. Wood
☎(204) 786-8637
Fax: (204) 786-2701

PRODUCTS AND SERVICES PROFILE

Alpha Information Systems offers a broad range of GIS consulting services covering needs analysis, data modelling, system design and implementation. Alpha specializes in the use of Computer Aided Software Engineering (CASE) techniques and technology within an integrated system design process.

Alpha offers a wide range of data capture and conversion services for graphic and textual information

- conversation between all major graphic data formats
- rastor to vector conversion
- employs CARIS GIS software to provide topological error checking on graphic data
- professional consulting and software services in the field of cadastral and municipal information processing.

Cadastral Data Management System (CDMS)
Alpha Forestry Survey System (AFSS)
Alpha Survey Management System (ASMS)

APPLICATIONS MARKETS

- Forestry
- Mining
- Oil and Gas
- Government
- GIS

OPERATING HARDWARE

Minis/SupMinis, workstations. Alpha products utilize VAX, MMS and SCO UNIX using C and Ingres programming language.

DISTRIBUTION

Alpha's products are marketed directly, as well as through referrals.

ANDERSON DATA AND DEVELOPMENT

1-126 Main Street North
Dauphin, Mb. R7N 1C2

CONTACT:
Mr. Greg Anderson
☎ (204) 638-7292
Fax: (204) 638-9147

PRODUCTS AND SERVICES PROFILE

Investment Tracker is a records and document management software product developed for service industries with applications particularly suited to small offices for insurance or investment brokers.

Grain Tracker prints and records tags for seedbags on both government and custom forms.

Anderson Data and Development also provides custom software development utilizing dBASE, Clipper, Fox Base and Novell network installations.

Service include custom installation of software products such as STB Database accounting, Abra Human Resources Management Software, and hardware and software sales.

APPLICATIONS MARKETS

- Service Businesses
- Insurance Brokers
- Investment Brokers
- Agriculture

OPERATING HARDWARE

IBM and compatibles; PC, XT, 286, 386 or 486 personal computers. Anderson Data and Development utilize DOS and Novell software environments and Clipper programming language.

DISTRIBUTION

Anderson products are marketed directly as well as through mail order, other retailers and referrals.

APPLE CANADA, INC.

202-90 Garry Street
Winnipeg, Mb. R3C 4H1

CONTACT:
Mr. Kirk Penner
☎ (204) 989-1202
Fax: (204) 957-0375

PRODUCT AND SERVICES PROFILE

Apple Canada provides a point of contact for software developers interested in Apple, and provides various levels of developer support.

An APDA Tools catalogue may be ordered at no cost through The Apple Programmers and development Association at 1-800-637-0029.

ARC+CADD

B1-11 Evergreen Place
Winnipeg, Mb. R3L 2T9

CONTACT:
Mr. J. Scott Heuvel, P.Eng.
☎ (204) 474-1667

PRODUCT AND SERVICES PROFILE

ARC+CADD develops high-level computer programs within—and parallel to—the AutoCAD environment. These programs are customized to suit customer needs and resources to maximize the efficiency of CAD systems.

ARC+CADD has developed thousands of standard Auto CAD details for architectural and structural drafting.

APPLICATIONS MARKETS

- CAD users
- Architects
- Draftspeople

AUTOMATED DESIGN SYSTEMS LTD.

3-1080 Waverley
Winnipeg, Mb. R3T 0P4

CONTACT:
Mr. John Goodman
President
☎ (204) 474-0982
Fax: (204) 453-4212

PRODUCT AND SERVICE PROFILE

Automated Design Systems provides sales, support and training for Auto CAD and other CAD/CAM/CAE software packages.

BARCODE SYSTEMS

89-1313 Border
Winnipeg, Mb. R3H 0X4

CONTACT:
Mr. Harry Mann
Owner
☎ (204) 697-0393
Fax: (204) 632-9753

PRODUCT AND SERVICES PROFILE

Barcode Systems provides custom **Autotime/Job Costing** program for the manufacturing and processing sectors, software and consulting.

APPLICATIONS MARKETS

- Manufacturing Sector
- Processing Sector

OPERATING HARDWARE

PC, XT, 286, 386, 486.

DISTRIBUTION

Barcode Systems products are marketed by field representatives.

BOWMAN MICRO-SOFTWARE LTD.

744 Christie Avenue
Selkirk, Mb. R1A 2H9

CONTACT:
Mr. Bill Bowman, President
☎ (204) 489-3402
Fax: (204) 785-8742

PRODUCT AND SERVICES PROFILE

Bowman Micro-Software provides custom database and statistical analysis services.

APPLICATIONS MARKETS

Bowman Micro-Software recently completed a provincial profile database school attendance and reporting package.

BRANT COMPUTER SERVICES LTD.

500-125 Garry Street
Winnipeg, Mb. R3C 1G5

CONTACT:
Mr. Terry Leitch
Branch Manager
☎ (204) 238-9790
Fax: (204) 238-1527

PRODUCT AND SERVICE PROFILE

Brant markets system integration services both in the public and private sectors, including value-added hardware, program implementation, training, customization, initial and ongoing support, facilities management and software packages for a wide variety of applications.

BUSINESS BYTES

109-181 Watson Street
Winnipeg, Mb. R2P 2P8

CONTACT:
Daria Makota, Consultant
☎ (204) 694-5351
Branch Office P.O. Box 55
Grand Marais, Mb. R0E 0T0
☎ (204) 754-2676

PRODUCT AND SERVICES PROFILE

Business Bytes provides training services in software applications to businesses; custom designs user manuals and training materials; software purchase consulting, and designs custom templates and forms for companies. Through a related company, computerized accounting services are also available.

APPLICATIONS MARKETS

- All businesses

CAN/SOFT CONSULTING GROUP

P.O. Box 99
Hazelridge, Mb. R0E 0Y0

CONTACT:
Mr. Gary Wagner
Senior Consultant
☎ (204) 755-3369

PRODUCT AND SERVICES PROFILE

Can/Soft provides micro/mainframe consulting services, including: hardware and software evaluation and selection; custom software design and development; systems analysis and design, and systems integration.

Can/Doc is a menu-driven utility that automatically documents source codes written in PC/FOCUS.

SPECIAL FEATURES

- Cross reference data base fields with program source
- Cross reference source code nesting and call sequences
- Program listings with indentation
- Case logic summary
- Source code library with update level control, and cross reference files and programs.

APPLICATIONS MARKETS

- Users of PC/FOCUS
- Business
- Government

OPERATING HARDWARE

Personal computers operating with MS DOS.

CANPAY COMPUTER SOFTWARE LTD.

Ste. 9-1329 Niakwa Rd.
Winnipeg, Mb. R2J 3T5

CONTACT:
Mr. Lyle Scammel
President
☎ (204) 254-4726
Fax: (204) 254-6605

PRODUCT AND SERVICES PROFILE

CanPay is dedicated to help companies use micro computers for reliable, in-house, cost-effective, problem-free payroll.

Grand Master is the most-advanced micro-based payroll system available in Canada.

SPECIAL FEATURES

- Electronic funds transfer
- Workers Compensation reports
- Statistics Canada reports
- Record of Employment forms
- Extensive wage distribution and custom report writer facilities

APPLICATIONS MARKETS

- All businesses

OPERATING HARDWARE

UNIX, PC, XT (808x types), 286, AT-all makes, 386. CanPay programs utilize DOS and UNIX software.

DISTRIBUTION

CanPay products are marketed directly and through retail outlets.

CENTRAL GRAPHICS LTD.

500 Hargrave Street
Winnipeg, Mb. R3A 0X7

CONTACT:
Mr. Glenn Hubbartt
Marketing Manager
☎ (204) 943-0674
Fax: (204) 947-2885

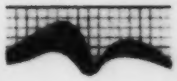
PRODUCT AND SERVICES PROFILE

Central Graphics markets integrated design-through-completion Cad solutions, operating under Unix or DOS using Autocad as the base platform, and offers custom third-party solutions to the architectural, engineering, surveying and general CAD market.

APPLICATIONS MARKETS

- Architects
- Engineers
- Surveyors
- All CAD users

CHARTERSOFT CORPORATION



80 Fennell Street
Winnipeg, Mb. R3T 3M4
PO Box 4814 Burlingame CA
94011-4814
CONTACT:
Allan LeePresident
☎ (204) 453-4444
(800) 665-4444
Fax: (204) 453-4400

PRODUCT AND SERVICES PROFILE

CharterSoft is the developer of **CharterSoft Graph show**, a presentation graphics package expressly for use with Window 3.0, integrates graphing, charting, drawing, text manipulation and multiple page presentation control. It presents advanced WYSIWYG graphics, including rotatable, 3-D perspective graphs and projected text. Graphshow imports/exports a variety of file formats and can output to any Windows 3.0 compatible device.

OPERATING HARDWARE

286, 386, 486 with Windows 3.0 as the user interface. Complete technical "hot-line" support and training is available.

DISTRIBUTION

Chartersoft products are available through field representatives, retail outlets and national distributors.

CIRLOG CORPORATION

440-435 Ellice Avenue
Winnipeg, Mb. R3B 1Y6

CONTACT:
Mr. Bob Malenko
Vice-President
☎ (204) 949-0519
Fax: (204) 947-1397

PRODUCT AND SERVICES PROFILE

Cirlog Corporation is a computer and electronic engineering company capable of total system development, including software, hardware and system integration.

OPERATING SOFTWARE

Cirlog software operating capabilities include programming in C, PASCAL, PLM86, Fotran and other assemble languages. Operating systems include MS.DOS, OS/2, RMS, UNIX, QNX and Windows 3.0. Cirlog also has experience with DBMS's such as FoxPro db-Vista.

CISER SYSTEMS

3-1079 Wellington Avenue
Winnipeg, Mb. R3E 3E8

CONTACT:
Mr. Mohinder S. Kauldher
☎ (204) 775-5761
Fax: (204) 775-5768

PRODUCT AND SERVICES PROFILE

Ciser Systems Specializes in developing safety training software for electrical utilities. It complements our hardware-based Simulators used for hands-on training in temporary grounding.

Computerized Safe Temporary Grounding Training (CSGT) allows linemen and electrical workers to select various grounding situations, change the applicable parameters and determine the effect on the safety of the worker in case the distribution or transmission line being accidentally energized.

Vehicle Grounding Training Software (CVG) is used for training workers to follow correct procedures while working around vehicles . The worker can select any of the 18 preset field scenarios and vary the parameters and determine the hazard in case of accidental energization of the vehicle.

Temporary Grounding Topics (TGT) is used in training the workers in various topics of importance pertaining to temporary grounding. A partial listing of these topics include: Wood Pole Hazards; Effect of Connection Resistance; Treatment of Grounded Metal in Equi-Potential Zone; Step Potential; Electromagnetic Coupling.

APPLICATIONS MARKETS

- Electric utilities
- Trades colleges and universities
- Industrial Corporations which maintain their own distribution system.

OPERATING HARDWARE

386 and 486 PC running Microsoft Windows 3.0 or later version

DISTRIBUTION

Ciser products are marketed directly

CLASS SOFTWARE

39 Groveland Bay
Winnipeg, Mb. R3T 5B9

CONTACT:
Mr. Ken Penner, President
☎ (204) 275-6621

PRODUCT AND SERVICES PROFILE

Class Software designs and markets educational software for the kindergarten to grade 12 market.

APPLICATIONS MARKETS

· K-12 education

OPERATING HARDWARE

PC compatibles, Macintosh, Apple, Commodore 64. Programs operate with MS.DOS, Apple and Macintosh software, in Basic and Machine Languages.

DISTRIBUTION

Class Software products are available through mail order or field representatives. Software is sold on an individual or "license" basis to schools, boards, divisions and other educational institutions.

CLINICOM INTERNATIONAL SERVICES, INC.

208-93 Lombard Avenue
Winnipeg, Mb. R3B 3B1

CONTACT:
Mr. Gay Fright
Vice-President
☎ (204) 942-5335

PRODUCT AND SERVICES PROFILE

Clinicom is an independent consulting services company serving the health care industry. It assists vendors in designing and planning computer-based products directed to health care agencies. Services include strategic business and information systems planning, system definition and procurement, business case analysis, systems review, implementation planning and oversight, project management, staff education and operations revisions.

APPLICATIONS MARKETS

- Health care industry
- Academic health centres

COGNOS INCORPORATED

200, 5 Donald Street
Winnipeg Mb. R3L 2T4
(Winnipeg Branch)

CONTACT:
Andrew Maslyk, Account Manager
☎ (204) 453-9061
Fax: (204) 284-0130

PRODUCT AND SERVICES PROFILE

Cognos Incorporated develops, markets and supports an integrated family of software tools used to develop corporate information systems. These tools automate and assist each phase of the application development cycle - from analysis and design to programming and maintenance. They increase the productivity of analysts and programmers involved in application development, and give end users the ability to independently access, analyze and report corporate data.

The Company's flagship product, the **PowerHouse** fourth-generation language (4GL), has over 18,000 installations on mid-range computers in 68 countries.

COMCHEQ SERVICES LIMITED

298 Garry Street
Winnipeg Mb. R3C 1H3

CONTACT
Barb Gamey
☎(204) 947-9400
Fax: (204) 956-4026

PRODUCT AND SERVICES PROFILE

COMCHEQ provides Computerized Payroll Services, Human Resource Management Systems, and a time and Attendance Data Collection System to satisfy payroll, personnel and time management, as well as labour-related needs.

Quickpay, Smartpay and Superpay are specially designed payroll services to meet the needs of small, medium and large businesses. **Micropay** is COMCHEQ'S payroll data entry system and **HR Plus** is Comcheq's Human Resource System exclusively integrated with payroll.

Electronic time card (etc) is a shop floor performance measurement system that integrates with payroll.

Micropay is Comcheq's payroll data entry system that enables clients to key, adjust and transmit payroll data to Comcheq for processing, via their PC.

HR Plus is Comcheq's human resource system that is exclusively integrated with our Payroll System.

APPLICATIONS MARKETS

· all business

OPERATING HARDWARE

PC, (808x types), 286, AT, 386, 486 under MS-DOS and support Lan Manager, Novell, LANtastic, and Waterloo Port

DISTRIBUTION

Comcheq's services are available through field representatives and direct through 18 branch offices across Canada.

COMPU-TRAIN

282 Hawthorne Avenue
Winnipeg, Mb. R2G 0H4

CONTACT:
Ms. Dianne Woodward
Owner
☎ (204) 339-3647

PRODUCT AND SERVICES PROFILE

Compu-Train provides classroom and one-to-one software package training and support, application development and systems development.

COMPUCLEAN

111 St. Cross Street
Winnipeg, Mb. R2W 3X9

CONTACT:
Alan Davison
Troy McLennan
☎ (204) 582-8188
Fax: (204) 586-9868

PRODUCT AND SERVICES PROFILE

Compuclean specializes in providing preventative maintenance and external cleaning services for all makes of personal computers, terminals and printers.

Preventative maintenance will help maximize equipment life and minimize the need for repairs and expensive service contracts.

Thorough external cleaning will keep equipment looking new - maintaining a clean, productive environment for users and their clients.

SPECIAL FEATURES

Services are provided on-site and even after normal operating hours to avoid costly downtime.
Volume/Frequency pricing discounts.

APPLICATIONS MARKETS

All markets utilizing computer equipment.

OPERATING HARDWARE

All makes of:
Personal Computers
Personal Printers
Terminals
Facsimile Machines
Desk-top Calculators
Telephones

COMPUTER COUNSEL INC.

Box 16, Group 125, RR1
Vermette, Mb. R0G 2W0

CONTACT:
Mr. Joe Dobrovolny
☎ *(204) 878-3062*

PRODUCT AND SERVICES PROFILE

Computer Counsel is involved in system planning, design, programming, software installation and general system support, specializing in connectivity (LANs and WANs) and 3-D graphics.

3D Graphics Generator can be modified for specific custom applications in computer animation, presentations, or CAD for engineering architecture, advertising, etc.

APPLICATIONS MARKETS

- Engineering
- Architecture
- Advertising

OPERATING HARDWARE

286, 386, math co-processor. Computer Counsel products utilize DOS software and C, Assembly and ODBS languages.

DISTRIBUTION

Computer Counsel products are available through direct marketing.

CREATIVE SOFTWARE

1204-40 Dalhousie Drive
Winnipeg, Mb. R3T 2Y7

CONTACT:
Mr. Ervan Harlos
Vice-President
☎ (204) 261-6503

PRODUCT AND SERVICES PROFILE

Creative Software develops software for specific companies using a powerful fourth-generation application generator called Flexi-Gen, which allows development of complex applications requirements in a short period of time. Special emphasis is placed on unique customer requirements not currently available in packaged software.

APPLICATIONS MARKETS

- Trucking companies
- Cleaning firms
- Nursing homes
- Churches
- Contract Billing

DISTRIBUTION

Creative Software is available directly and through field representatives.

CSB SYSTEMS LTD.

5-321 McDermot Avenue
Winnipeg, Mb. R3A 0A3
210-611 10th Ave SW
Calgary, Ab.

CONTACT:
Mr. Raymon Ayre, President
☎ (204) 947-2669
Fax: (204) 947-3096

PRODUCT AND SERVICES PROFILE

CBS Systems Ltd. stands for Computerized Solutions for Business. Our objective is to provide effective solutions to business needs using modern computer technology. We carry out needs assessment and feasibility studies to determine the optimal system to solve each client's problems. We specialize in providing integrated computerized information systems for:

- Accounting
- Inventories
- Sales orders
- Production control

While CSB Systems sells and supports many prewritten software packages, we also write custom programs for special applications.

APPLICATIONS MARKETS

- Manufacturing
- Distribution
- Retail
- Wholesale
- Softgoods
- Construction

OPERATING HARDWARE

CSB applications run on DOS, RS/6000 platforms under, UNIX., AIX ,Novell etc.

CYBERSHARE LTD.

550 Berry Street
Winnipeg, Mb. R3H 0R9

CONTACT:
Mr. Don Turner, President
☎ (204) 775-0181
Fax: (204) 889-0311

PRODUCT AND SERVICES PROFILE

Cybershare specializes in custom application development and systems integration, with a broad base of expertise across almost all industry sectors.

FINACC is a general ledger financial accounting package for small businesses and most industry sectors.

SPECIAL FEATURES

- On-line help
- Cheque registers
- Multi-company
- 12-month comparatives
- Multi-branch/department
- Draft statements
- Automatic entry generation
- Automatic year-end closing
- Undo function
- Transaction import facility
- Budget and previous year comparison
- Transaction histories
- Accounts analysis
- Export to spread sheets
- Branch/department operating statements

APPLICATIONS MARKETS

- Small business
- Most industry sectors

OPERATING HARDWARE

PC, XT (808x types), 286, AT - all makes. Cybershare products utilize MS.DOS and supports NOVELL networks. The programming language is COBOL.

DISTRIBUTION

Cybershare products are marketed directly.

CYBEX SYSTEMS

4-117 Victor Lewis Drive
Winnipeg Mb. R3P 1J6

CONTACT:
Mr. Lazar Belos
President
☎ (204) 254-6441

PRODUCT AND SERVICES PROFILE

Cybex offers an integrated multi-user accounting database system, integrated financial management

SPECIAL FEATURES

- System modules include GL, AP, AR
- Inventory
- Job costing
- Canadian payroll
- Statistical transaction sampling
- Highly advanced construction job costing
- No limit on balance, number of accounts
- Audit applications

APPLICATIONS MARKETS

- Construction
- Real estate
- Distribution
- Manufacturing

OPERATING HARDWARE

Cybex Accounting Manager operates on 386, 386 units, utilizing Pick, and Unix software. Programming language is Pick Basic and 4GL application generators.

DISTRIBUTION

Cybex products are marketed directly.

DATAAID SYSTEMS INC.

202-3111 Portage Avenue
Winnipeg, Mb. R3K 0W4

CONTACT:
Mr. Ken Lowdon
President
☎ (204) 831-1244

PRODUCT AND SERVICES PROFILE

DataAid develops software for accounting and newspaper applications, as well as non-industry specific custom coding.

Financial Reports is an accounting and financial package featuring G.L., A.P. and A.R. supporting full interface between modules.

SPECIAL FEATURES

- Cheque writing and reconciliation
- One-time vendor support
- Intelligent cash and invoice entry
- Accepts invoices from outside invoicing system
- Full user-defined financial statement layouts
- Capability for two years open at once

APPLICATIONS MARKETS

- Horizontal
- Newspapers

OPERATING HARDWARE

AS/400, S/36, PC/XT (808x types), 286, AT-all makes. DataAid products utilize OS/400 on AS/400, SSP5.1 on S/36 or DOS and "California Systems Baby/36" software. Programming language is RPGII and III.

DISTRIBUTION

DataAid products are marketed directly.

DCS SYSTEMS

3-1393 Border
Winnipeg, Mb. R3H 0N1

CONTACT:
Jim Douglas
Regional Sales Manager
Fax (204) 632-0613

PRODUCT AND SERVICES PROFILE

DCS Systems develops and distributes Unix-based accounting and manufacturing software packages.

drh MICRO SOFTWARE INC.

33 Clearview Drive
Winnipeg, Mb. R2G 3P5

CONTACT:
D. Robin Harris
President
☎ (204) 663-7467

PRODUCT AND SERVICES PROFILE

drh Micro Software, Inc develops administrative software for various industries, including churches, education, transportation, warehousing and storage. Robin Harris is also a WordPerfect Certified Instructor.

The **Church Executive™** package includes family and individual demographics and includes roster, labels, statements and file cards as well as contribution records. **Adminware for Continuing Education™** includes student enrolment, course offerings, staff, mailing lists, school facility usage. **Adminware for School Administrators™** includes student demographics, marks, attendance, lockers, timetables, transcripts, courses, staff, substitutes, purchase requisitions and budget, inventory, Manitoba Education reports. **Adminware for Transportation™** includes student demographics and routes, division bus routes and drivers, vehicle register, bus certificate inspection and maintenance, field trips. **Adminware for Storage™** tracks customers, products, shipments, receipts, stock, billings.

APPLICATIONS MARKETS

- Churches
- Education
- Transportation
- Warehousing
- WordPerfect Instruction

OPERATING HARDWARE

drh Micro Software, Inc. programs operate on PC, XT, 286, AT, 386 and 486 machines, employing DOS, Novell, LANtastic and Port software.

DISTRIBUTION

Products are marketed directly.

esc ENTERPRISES

P.O. Box 42206
1881 Portage Avenue
Winnipeg, Mb. R3J 0H3

CONTACT:
Mr. Ed Dreger
Marketing Director
☎ (204) 847-5699
Fax: (204) 944-8357

PRODUCT AND SERVICES PROFILE

ESC Enterprises writes and publishes software learning guides for most popular software packages. The **esc Software Learning Guides** are written by teachers in beginning to advanced levels.

APPLICATIONS MARKETS

- Professional services
- Retail
- Government
- Education

DISTRIBUTION

ESC products are available through mail, retail, libraries and field representatives.

EIAM ELECTRONICS INDUSTRY ASSOC. OF MANITOBA

414 - 435 Ellice Avenue
Winnipeg Mb. R3B 1Y6
☎ (204) 943-7533
Fax : (204) 943-9206

CONTACT:
Val Waldbauer

The EIAM was established in 1983 to "assist in the promotion and growth of the electronics manufacturing, distribution and software industry in Manitoba" The Association currently serves in excess of 80 members.

SERVICES

EIAM maintains an office which organizes seminars; manages training programs, provides information to members and to companies seeking contacts in Manitoba; provides information to members about government programs, and provides information to governments about the needs of the industry.

- EIAM manages employee training programs sponsored by government agencies
- Maintains information on relevant government programs
- EIAM sponsors seminars relevant to electronics industry business
- EIAM produces this directory of the electronics industry

MEMBERSHIP

EIAM draws its membership from Manitoba, but provides information to interested business contacts on a national or international basis.

ENTITY SYSTEMS LTD.

9 - 1329 Niakwa Rd. East
Winnipeg Mb. R2J 3T5

CONTACT:
Lorne Sunley, President
☎ (204) 254-4364
Fax (204) 254-6605

PRODUCT AND SERVICES PROFILE

Entity Systems Ltd. has developed a suite of programs that can be combined to provide a customized financial management package for small and medium size businesses.

Entity Systems has also developed a Child and Family Services Agency management package.

The Entity Child and Family Services System provides a family services agency with a complete, integrated case management and financial management facility.

The Entity Veterinary System provides a veterinary clinic with a complete case management, medical record keeping and financial management facility. The system includes; general ledger, A/R, A/P, inventory, and financial reporting.

The Entity Courier System provides a courier operation with a complete financial management facility. The System includes general ledger, A/R, A/P, inventory, financial reporting, driver commission tracking.

APPLICATIONS MARKETS

- Government
- Education
- Professional services
- Service Industry

OPERATING HARDWARE

286, AT-all makes, 386,486. with DOS, OS/2, UNIX, Novell , Netbios, using Cobol as the programming language.

DISTRIBUTION

Entity products are marketed directly.

EVANS SOFTWARE

74 Summerview Lane
Winnipeg, Mb. R2V 3W5

CONTACT:
Mr. Michael Evans, I.S.P.
President
☎ (204) 334-6564
Fax: (204) 663-1859

PRODUCT AND SERVICES PROFILE

Evans Software specializes in custom software development for Digitals VAX/VMS architecture, providing systems analysis and design, programming, installation, training and support.

In addition, general computer consulting services are provided for Local Area Networks, connectivity issues and database systems.

Evans also distributes Personal Computer Software products.

APPLICATIONS MARKETS

- Architects

EVERY-DAY SOFTWARE

801-13th Street
Brandon, Mb. R7A 6X5

CONTACT:
A.J. Vickers,
Comptroller
☎ (204) 727-9050

PRODUCT AND SERVICES PROFILE

Every-Day Software specializes in custom programming and customer training, using the enable/OA integrated software package.

Agricultural Show Management System, developed for the Royal Manitoba Winter Fair, is sold in several modules, such as cattle show, homecrafts, horse show, etc., providing job completion from receipt of entries to issuing the prize cheques.

Health Care Management System provides calendars, billings to government and private patients.

Investment Management System monitors customers, investors, etc., does RRSP valuations and other investments and merges with letters to customers.

Seed Plant Manager manages purchase and sale of grain in seed cleaning plants, prepares government and Secan reports and inventory valuations.

APPLICATIONS MARKETS

- Service industry
- Professional services
- Banking, finance
- Agriculture

OPERATING HARDWARE

PC, XT (808x types), 286, AT-all makes, 386,486. Every-Day Software utilizes DOS, Enable, Novell operating systems, using Enable as the programming language.

DISTRIBUTION

Every-Day products are marketed directly.

EVOY & ASSOCIATES

1-888 Grosvenor Avenue
Winnipeg, Mb. R3M 0N4

CONTACT:
Mr. Lloyd Evoy
President
☎ (204) 453-8111
Fax: (204) 475-7394

PRODUCT AND SERVICES PROFILE

Evoy & Associates is the exclusive national distributor of select Macintosh-based CAD/CAM software, including the PowerCADD series of products. Support and consulting of Apple and Macintosh are also provided.

EXPERT SYSTEMS INC.

200-606 Broadway
Winnipeg, Mb. R3C 0W8

CONTACT:
Mr. Gregg Garychuk
President
☎ (204) 786-1069

PRODUCT AND SERVICES PROFILE

Expert System Inc. data base technologies specializes in system analysis, design and programming of customized database systems. Several vertical market database applications include accounting, contract management, inventory control, pricing analysis, and financial modelling.

Our main product line, **Hazardous Materials Expert,** focuses on Occupational Safety and Health information management systems. It addresses the administrative requirements of the Workplace Hazardous Material Information System (WHMIS) regulations. The HME computerizes several aspects of creating, processing, tracking, maintaining and reporting on critical OSH information. Some features are:

- Provides critical deadlines through its built-in updating and tracking routines.
- Minimizes administration time.
- Assists in planning and evaluating workplace health and safety strategies.
- Consolidates OSH and WHMIS information into a single software application.

APPLICATIONS MARKETS

- Service industries
- Manufacturing
- Processing
- Government
- Office automation

OPERATING HARDWARE

Expert Systems products operate on 286 and 368 hardware, with DOS, Novell, 3Comm and Banyon software. Programming language is Clipper, dBase, Fox Pro.

DISTRIBUTION

Products are available directly or through field representatives.

FIRTREE MEDICAL INFORMATION SYSTEMS, LTD.

5-709 Corydon Avenue
Winnipeg, Mb. R3M 0W4

CONTACT:
Dr. D. Kassum.
☎ (204) 452-1744
Fax: (204) 453-6521

PRODUCT AND SERVICES PROFILE

FirTree software includes Patient Registration, Electronic Billing, Appointments, Accounts Receivable and Clinical Information for Physicians and Optometrists.

Services include the provision of turnkey hardware and software for medical practices, custom configuration, and custom software for user-defined applications.

SPECIAL FEATURES

- Multifilter reporting system
- Automatic backup
- User-defined tariffs
- Separate accounts for multiple physicians
- Multilevel password access
- Smartcard connections

APPLICATIONS MARKETS

- Medical Clinics
- Optometrists
- Hospitals

OPERATING HARDWARE

The company provides Zenith Data Systems 386/486 personal computers, laptops, and the bull HN DPX/2 line of minicomputers. The software is written in Sculptor 4GL and "C:, and runs on SCO-XENIX/UNIX and MS-DOS.

DISTRIBUTION

Direct marketing from head office in Winnipeg.

GREBAR SYSTEMS INC.

P.O. Box 2926
Winnipeg, Mb. R3C 4B5

CONTACT:
Mr. Barry McClure
President
☎ (204) 942-3301

PRODUCT AND SERVICES PROFILE

Grebar Systems specializes in commercial and custom database development for micros and networks. Software is developed using third and fourth generation languages with strong background in relational databases as well as Novell networks.

R-Express Pro™ can create professional- looking R:BASE applications in as little as 15 minutes, without programming. Completely menu driven. Its the ultimate **R:BASE Add-On™**.

SPECIAL FEATURES

- Ad-hoc Query system
- Stored WHERE clauses
- Able to access forms, print reports, labels
- Select/edit/browse on any table
- Create WHERE clauses from a pick list

OPERATING HARDWARE

Grebar products utilize PC, XT, 286, 386, 486 hardware and DOS software. **R-Express Pro™** requires R:BASE 3.1 or later programming language.

DISTRIBUTION

Products are marketed directly and are available through mail order and retail outlets.

GROUPE PERSPECTIVE GROUP

Box 42066
Winnipeg Mb R3J 3X7

☎ *(204) 269-0379*
Fax: (204) 888-2532

PRODUCT AND SERVICES PROFILE

Perspective develops information management systems for specific industries.

Production Coordinator creates and tracks a highly detailed budget for film or video production, compares data from bank, petty cash receipts and accounts payable to the actual budget. Produces up-to-the-minute reports for producers and investors show costs, payables and variance to budget for each Telefilm Canada (or user defined) account category.

Insurance Manager maintains general insurance policies. Handles followups, account tracking, claims history, etc.

Perspective Client Coordinator is a client information management system for mail lists, cross referencing, financial transactions, daily follow ups. etc.

APPLICATIONS MARKETS

- Film industry
- Insurance industry
- Sales & Marketing

OPERATING HARDWARE

Perspective products operate under MS.DOS (286 or greater).

HEALTH PROFESSIONAL SOFTWARE LTD.

P.O. Box 70
Winnipeg, Mb. R3J 0H4

CONTACT:
R.P. Corbett
☎ (204) 885-1437

PRODUCT AND SERVICES PROFILE

Health Professionals create custom and standard accounting and billing systems for health care professionals.

M.D. Soft and **Chiro Soft** are software packages for health care offices, with accounting, data management and patient management capabilities.

APPLICATIONS MARKETS

- Physicians
- Chiropractors
- Health care

OPERATING HARDWARE

IBM PC, XT, 286, 386, 486.
Health Professional programs are written in Pascal.

HOLT CREATIVE COMPUTING INC.

Clandeboye, Mb. R0C 0P0

CONTACT:
Mr. Mark A. Holt
President
☎ (204) 783-4760
Fax: (204) 783-4760

PRODUCT AND SERVICES PROFILE

Holt Creative Computing provides software development and consulting services, specializing in the design, development and implementation of products to support document image processing systems.

INFOCORP COMPUTER SOLUTIONS LTD.

21C MurrayPark Road
Winnipeg, Mb. R3J 3S2

CONTACT:
Mr. Roy A. Grant
Vice-President, Marketing
☎ (204) 832-8373
Fax: (204) 832-9617

PRODUCT AND SERVICES PROFILE

Infocorp manufactures a fully integrated retail management system, **Softwear/P.O.S.**

SPECIAL FEATURES

- Complete point-of-sale capabilities
- 4-dimensional inventory management grid
- Flexible 4GL-based reporting system
- Automatic polling for chain stores
- Multi-user capability
- Flexible, multi-tiered tax module
- Barcoding and scanning capability
- CCA / EDC / E&T
- C & EQUL Verification

APPLICATIONS MARKETS

- Retail businesses

OPERATING HARDWARE

286, 386, 486, IBM 4684, NCR 7052D, IPC. Softwear P.O.S. operates in MS.DOS, RIPPS, TAPS, Clarion and NOVELL software environments, and is written in Clarion.

DISTRIBUTION

Infocorp has distribution channels in Canada, United States and Asia.

INFOTECH INC.

485 Madison Street
Winnipeg, Mb. R3J 1J2

CONTACT:
Ms. Zorianna Hyworon
President
☎ (204) 885-2558
Fax: (204) 831-0416

PRODUCT AND SERVICES PROFILE

Infotech specializes in the development of consumer-oriented software on health-related topics for the corporate, health care and health promotion markets.

Wellness Checkpoint, the first of a library of consumer-oriented software on health-related topics, is being used for employee assistance, patient employee assistance, wellness promotion and health risk appraisal. It is also used as a marketing resource by insurance companies, computer hardware manufacturers and organizations marketing health-related products and services.

Corporate Wellness Data Analysis is a companion product for the maintenance and analysis of corporate wellness data collected by the Wellness Checkpoint, including on-screen and print presentation of responses and risk scores,

Info Online is a interactive "kiosk" type information presentation and directory system. The "What You See is What You Get" Info Online

Designer allows the user to create and maintain a wide variety of interactive applications.

APPLICATIONS MARKETS

- Corporations
- Small businesses
- Hospitals
- Schools
- Fitness centres
- Health centres
- Insurance companies
- Health maintenance organizations (HMO's)

OPERATING HARDWARE

PC, XT, 286, 386, 486. Infotech products utilize MS.DOS, Proprietary and most LAN's,

DISTRIBUTION

Infotech products are marketed through value-added resellers, independent sales representatives and distributors.

INSI INTEGRATED SYSTEMS INC

1506-90 Garry St.
Winnipeg Mb. R3C 4J4

CONTACT
Don Lungren, President
(204) 942-2575
Fax: (204) 947-1076

PRODUCT AND SERVICES PROFILE

INSI Integrated Systems Inc. is a local Manitoba company, federally incorporated, with aspirations to operate across Canada.

In delivering integrated solutions, INSI provides a range of services that span the entire systems development life cycle.

We specialize in:
- project management
- system planning
- systems analysis
- system design
- hardware acquisition and installation
- system construction
- software package integration
- training and conversion
- system implementation
- quality assurance

APPLICATIONS MARKETS

- Service Industry
- Transportation
- Resources Industry
- Government and Education

INTEGRATED ENGINEERING SOFTWARE

46 - 1313 Border Place
Winnipeg, Mb. R3H 0X4

CONTACT:
Dr. Bulent Yildir, President
Mr. Bruce Klimpke, Engineer
☎ (204) 943-5636
Fax: (204) 944-8010
Modem: (204) 944-8012

PRODUCT AND SERVICES PROFILE

IES is a research and development corporation specializing in integrated interactive 2D/3D CAE electromagnetic field analysis software programs. All programs are based on the Boundary Element Method (BEM). IES programs provide electromagnetic design engineers with the means to optimize design, maximize efficiency and reduce costs. IES also provides training programs, custom electromagnetic software development and consulting services.

MAGNETO(2D) and AMPERES(3D) are used for designing and analyzing magnetic devices and components such as solenoids, AC/DC motors, transformers recording heads, magnets and charging fixtures, catering to linear and non-linear and permanent magnet materials.

ELECTRO(2D) and COULOMB(3D) are used to design and analyze a wide range of electrical and electronic equipment, such as insulators, bushings, telecommunication cables, microstrip and integrated circuits.

OERSTED(2D/RS) is a time harmonic analysis package.

APPLICATIONS MARKETS

Wide range of industrial and academic research and development areas where the design and analysis of electromagnetic fields is required.

OPERATING HARDWARE

PC(DOS) and WORKSTATION(UNIX//A-IX) versions are offered, as well as limited industrial and academic teaching versions.

DISTRIBUTION

IES software is marketed directly with a Distributor operating in Japan. Full version software is available on a No-Charge Evaluation basis. Several workshops are held annually. On-site company visits may be arranged.

ISM INFORMATION SYSTEMS MANAGEMENT

10th flr.-215 Garry St.
Winnipeg, Mb. R3C 3P3

CONTACT:
Mr. James Jones
☎ (204) 946-6726
Fax: (204) 947-3816

PRODUCT AND SERVICES PROFILE

ISM is a Canadian Information Technology Services Company serving primarily the Manitoba Public Sector. ISM operates as a service bureau utilizing IBM, Unisys and Wang hardware. ISM manages an extensive provincial network and has a broad selection of application software such as database management, graphics and statistical products, reporting and office products. Services offered include consulting, education, application development, and facilities management.

J.J. CONKLIN COMMUNICATIONS

53 Home Street
Winnipeg, Mb. R3G 1W7

CONTACT:
Mr. James Conklin
☎ (204) 772-5585

PRODUCT AND SERVICES PROFILE

James Conklin offers technical communications consulting, including development and delivery of documentation, both technical and end-users, development and delivery of training courses and material and general consulting services such as the role of documentation in project lifecycles and selection and implementation of electronic publishing systems.

JIM CAMERON

353 Marion Street
Winnipeg, Mb. R2H 0V2

CONTACT:
Mr. R.J. Cameron
☎ (204) 944-9333 Ext:4472

PRODUCT AND SERVICES PROFILE

Jim Cameron provides software that allows translators to translate English operating commands for BASIC and DOS into French and other languages, allowing easier learning of programming by non English speaking students. This software creates a self-booting disk that can be used in a turn-key operation. Education, therapeutic and game software are also available.

APPLICATIONS MARKETS

- Educational
- Professionals

OPERATING HARDWARE

Apple II series of computers and Apple II emulators are preferred. The custom operating system uses Basic and Assembler languages for easier modification by the user if desired.

DISTRIBUTION

Products are marketed directly

LAZER-FARE MEDIA SERVICES LTD.

602-491 Portage Avenue
Winnipeg, Mb. R3B 2E4

CONTACT:
Ms. Sally Armstrong
☎ (204) 786-8615
Fax: (204) 783-9120

PRODUCT AND SERVICES PROFILE

Lazer-Fare provides consulting, systems design, support, product testing and interactive training on Macintosh computers. It has special expertise in systems for newspaper (printing) and publishing houses.

Inhouse Trainer provides interactive modules for most popular desktop publishing applications.

APPLICATIONS MARKETS

- Publishing
- Printing

OPERATING HARDWARE

Macintosh. Inhouse Training utilizes Mac V6.07 and V7.0 and Appleshare software, with Hypercard programming language.

DISTRIBUTION

Lazer-Fare products are marketed directly.

LEGAL DATA RESOURCES CORPORATION

2-155 Carlton Street
Winnipeg, Mb. R3C 3H8

CONTACT:
Ms. Fiona Duncalf
☎ (204) 949-1615
Fax: (204) 949-0770

PRODUCT AND SERVICES PROFILE

Legal Data Resources provides service to the legal profession on the following products:

- Quattro - financial statements
- SBT - accounting
  - general ledger
  - accounts receivable
- Microsoft Word, Word Perfect
- SIMPC, Crosstalk, Irma Con
- Norton Utilities for maintenance
- MS.DOS

LINNET GRAPHICS INTERNATIONAL INC.

Suite 600 - 191 Broadway
Winnipeg Mb. R3C 3T8

CONTACT:
Mr. Alain Paré, Vice President, Marketing
(=204) 957-7566
Fax : (204) 957-7568

LINNET is an independent company specializing in systems integration with expertise in computer science, geographic information systems (GIS), automated mapping and facility management (AM/FM) systems, knowledge based engineering systems, systems integration, data conversion, database management systems, cost-benefits analysis and project management. LINNET works under partnering approach with the clients for the planning, design and development of land based information system applications. LINNET brings to bear effective and innovative methodology to the implementation of:

- Multi-participant GIS projects
- GIS technology in Agriculture and Rural Development, Natural Resources and Environmental Management
- Urban AM/FM/GIS projects
- Utility companies AM/FM projects

PRODUCTS AND SERVICES

Data Acquisition & Conversion
Information Utility Operations
Consulting
Training
Research & Development

LGS GROUP INC.

608-386 Broadway Avenue
Winnipeg, Mb. R3C 3R6
HEAD OFFICE: 1170,
1253 Mcgill College Ave.
Montreal PQ H3B 2Y5
CONTACT:
Mr. Gary Craven, Director
☎ (204) 947-3975
Fax: (204) 942-6349

PRODUCT AND SERVICES PROFILE

LGS Group Inc. provides consulting services in data processing and office automation and related products. The company aims at establishing state-of-the-art solutions, adapted and suited to the business environments of its clients. These services are rendered by multidisciplinary teams of specialists acquainted not only with the sectors of activity but also with the environments of the client firms. In addition, LGS is involved in substantial systems integration projects.

Consequently, LGS is positioned very favourably in new technologies, such as electronic data interchange (EDI) and value added networks, videotex (MINITEL and ALEX), open system interconnection (OSI), digital transmission (voice, data, image), systems development methodologies, computer-assisted systems engineering (CASE) project management tools (RADAR), relational databases, transportability of applications between processing platforms; as well as a number of vertical industrial sectors such as: banking, insurance, trusts, wholesale and retail distribution, transportation, energy resources (oil, gas), manufacturing, health, education, government (federal, provincial, municipal), public services, the media.

MANDATE SYSTEMS LTD.

1640 Dublin Avenue
Winnipeg, M. R3H 0X5

CONTACT:
Ms. Barbara Stanley
Marketing Representative
☎ (204) 633-9318
Fax: (204) 694-1010

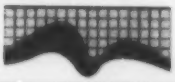
PRODUCT AND SERVICES PROFILE

Mandate Systems provides systems integration on the AS400 platform and are resellers of manufacturing software, primarily BOCS (SSA) on AS400 and VARNET on RS6000 using progress 4gl . Mandate also provides custom developed software for clients under contract.

Mandate produces and supports 3 Software Packages for the automotive parts industry:

- **RPM Retail Profit Management** (PS2, RS6000)
- **DPM Distributed Profit Management** (for PS2, RS6000)
- **DMIS Distributed Management Information System** (AS400, Sysnon Native Mode).

MAXIM COMPUTER SYSTEMS & NIKRA SOFTWARE PRODUCTS



1904-1 Evergreen Place
Winnipeg, Mb. R3L 0E9

CONTACT:
Mr. Arthur Arkin
President
☎ (204) 453-7199
Fax: (204) 453-7622

PRODUCT AND SERVICES PROFILE

A software developer with long experience in developing DOS-based database software solutions for particular needs. Although beset known for its automotive, electric motor, electronic repair, and MaxiDENT dental office management systems, Maxim specializes in providing solutions where available software does not meet the user's specific or unique needs. Users may select from:

- Current software packages,
- Customized software modified from Maxim's extensive software library, or
- Custom software written to the user's specifications.

Software can be purchased separately, or packaged with integrated hardware, installation, training, and support options.

SPECIAL FEATURES:

Users will find the software friendly and easy to use, with an intuitive feel. Management will appreciate its flexibility, fingertip access to up-to-date data, information and reports. Satisfaction is guaranteed.

APPLICATIONS MARKETS

Dental & Medical Practice, Automotive Parts and Service, Electric Motor Sales and Rewinding, Electronic Repair Shops, POS; Retail, Wholesale Distribution, Manufacturing Inventory Control; Accounting, Payables & Money Management, Fast Foods; Wholesale Foods, Dental Laboratory, Lube Shops, Franchises, Fund Raising, Courier; Warehousing, Waste Disposal, Security Guard, Mailing, Membership, and Subscription List Management, Prospect Tracking, and others.

OPERATING HARDWARE

DOS, IBM Compatibles, Network supported.

DISTRIBUTION

Maxim Computer Systems

MEDICAL BILLING DATA SERVICES

368 Matheson Avenue
Winnipeg, Mb. R2W 0C8

CONTACT:
Mr. John Allegro
☎ (204) 586-4264

PRODUCT AND SERVICES PROFILE

MBDS had developed a medical billing program, MD MOS (Medical Doctor Medical Office System), which allows Manitoba physicians to submit and reconcile electronically with MHSC. It is a colour program which is flexible enough to allow user to append medical terminology to physician diagnosis.

SPECIAL FEATURES

- Create patient demographics, medical records
- Batch claims and submit to MHSC
- Reconcile MHSC payments with claims
- Generate appropriate reports

APPLICATIONS MARKETS

- Manitoba physicians

OPERATING HARDWARE

The program operates on 286, 386 and 486 systems on DOS software. It was written in Clipper.

DISTRIBUTION

The Medical Doctor Office System is marketed directly and through mail order.

MICRO MANAGEMENT SYSTEMS LTD.

108-2265 Pembina
Winnipeg, Mb. R3T 5J3

CONTACT:
Mr. John Angus
Vice-President
☎ (204) 275-1829
Fax: (204) 269-3187

PRODUCT AND SERVICES PROFILE

Micro Management Systems provides doctor's offices and clinics with a single source for all their computer requirements. It specializes in computer-based solutions and providing turn-key responsibility for all phases.

MIM MANAGEMENT SYSTEMS, INC.

4, 5 Scurfield Blvd.
Winnipeg, Mb. R3Y 1G3

CONTACT:
Dr. Allan M. Johnson
☎ (204) 452-6701
Fax: (204) 453-8691

PRODUCT AND SERVICES PROFILE

MIM Management Systems, formerly a division of the Manitoba Institute of Management, specializes in computer-assisted management systems for small business, particularly the hospitality and education industry.

The **MIM Computerized Restaurant Management System** includes a series of modules that can be assembled to create an integrated program which meets the management needs of various sectors of the food services industry.

SPECIAL FEATURES

- Inventory management and control module
- Recipe/menu management module
- Point-of-sale terminal interface

The Canadian Schools Accounting System [CA$cH] will keep all schools accounts, track GST and simplify the Revenue Canada Rebate process. It operates in a windowed environment and is easy to learn and use. CA$cH maintains and unalterable audit trail.

APPLICATIONS MARKETS

- Hospitality industry
- Food services industry
- Education

OPERATING HARDWARE

PC, XT, 286, 386, 486. Using MS.DOS, the program is written in Pascal.

DISTRIBUTION

MIM Management products are available through distributor/dealer networks. or direct requests by phone or fax.

PAN AMERICAN SOLUTIONS INC.

4th Flr., 200 Portage Ave.
Winnipeg, Mb. R3C 2X2

CONTACT:
Mr. Jackson Wu
Vice-President
☎ (204) 942-2988
Fax: (204) 896-3366

PRODUCT AND SERVICES PROFILE

Pan American Solutions develops, markets and supports point-of-sale systems for the hospitality industry, dry cleaning establishments and the garment industry.

Their systems provide one-number dialing, voice mail and information polling capability.

APPLICATIONS MARKETS

- Hospitality industry
- Garment industry
- Dry cleaners

PASSCARD SYSTEMS INC.

613 Erin Street
Winnipeg, Mb. R3G 2W1

CONTACT:
Bill MacKay, Gen. Manager
Pat Carroll
Operations Manager
☎ *(204) 786-6066*
Fax: (204) 783-1061

PRODUCT AND SERVICES PROFILE

Passcard Systems provides parking lot control software, **Automated Pay Stations.**

SPECIAL FEATURES

- Access card entry control software
- Photo/image/storage/recall software
- Lot control using entrance spitter, control gates
- Parking cash-out software
- Automated payment station

APPLICATIONS MARKETS

- Parking lots
- Parkades

OPERATING HARDWARE

286, AT-all types.

PBSC COMPUTER TRAINING CENTRES

62,1313 Border St.
Winnipeg Manitoba

CONTACT:
Holly Holt, Branch Manager
(204) 694-0970
Fax: (204) 694-2396

PRODUCT AND SERVICES PROFILE

Incorporated in 1980 to meet the growing need for computer support, PBSC has developed into one of the largest independent organizations of its kind in North America. Our clients include some of Canada's largest corporations and government organizations. Over 40,000 business people attended PBSC's courses last year alone.

PBSC Computer Training Centres is non-franchised and 100% Canadian owned.

In order to achieve Authorized Training Centre status with the major software development companies, strict quality standards must be met and maintained.

APPLICATION MARKETS

- Computer Training
- Education

DISTRIBUTION

PBSC operates six branches from Ottawa to Vancouver with over 30 classrooms and 85 computer professionals. We look forward to planned expansion into new Canadian and American markets in the 1990's.

PIXSOFT INC.

3A-2020 Portage Avenue
Winnipeg, Mb. R3J 0K4

CONTACT:
Mr. Chris Carson
Senior Partner
☎ (204) 885-4836
Fax: (204) 888-7009

PRODUCT AND SERVICES PROFILE

PixSoft specializes in Macintosh and IBM PC software development including multi-user relational database systems and analog-to-digital data acquisition/analysis. Contract programming and product development services are also available.

The R.A.L.E. Lung Sound and Heart Sound programs provide computer assisted instruction in respiratory and cardiovascular auscultation Winner of the 1991 HeSCA award for computer-based materials.

APPLICATIONS MARKETS

- Universities and colleges
- Inventory, purchasing
- invoicing, payroll
- Patient management
- Educational research
- Biomedical research
- Inventory, purchasing and invoicing

OPERATING HARDWARE

R.A.L.E. Programs require an IBM PC/AT or compatible. Programming platforms include Mac, Ms-Windows, MS-DOS and UNIX.

DISTRIBUTION

PixSoft products and services are marketed directly and through mail order.

PRICE WATERHOUSE

2200 One Lombard Place
Winnipeg, Mb. R3B 0X7

CONTACT:
Mr. G.L. (Gerry) Hogue
Managing Partner
☎ (204) 943-7321
Fax: (204) 943-7774

PRODUCT AND SERVICES PROFILE

Price Waterhouse is a management consulting firm providing:

- Strategic information technology planning
- Structured analysis and design
- Feasibility assessment
- Expert/knowledge-based systems
- Document image processing
- Package implementation
- Custom development
- Data resource planning
- Smart card/distributed data base
- Telecommunications (LAN< WAN)
- Project management

PROBE INDUSTRIAL ELECTRONICS LTD.

1874 Portage Avenue
Winnipeg, Mb. R3J 0H2

CONTACT:
Mr. Rick M. Lord, P. Eng.
President
☎ (204) 885-9320
Fax: (204) 888-7551

PRODUCT AND SERVICES PROFILE

Probe is a firm of engineers and technologists which provide support to the software industry. It specializes in the repair and calibration of industrial electronics controls and instrumentation. It also provides NRC-traceable calibration services.

Probe repairs and calibrates digital voltmeters, amprobes, meggers, oscilloscopes, power supplies, signal generators, logic probes, break-out boxes and other electronic test-lab instrumentation.

POS SYSTEMS LTD.

666 Erin Street
Winnipeg Mb. R3G 2V9

CONTACT:
Richard Bell, Sales Manager
Rod Thompson, President
☎ (204) 786-8821
Fax 786-8822

PRODUCTS AND CAPABILITIES

Established electronic cash register deal and exclusive Casio/Sharp cash register dealer in Manitoba, Inc. 1980. We focus mainly on electronic cash registers capable of being polled periodically with the express purpose of electronic information retrieval. We have expanded to 1500 retail accounts primarily in Manitoba.

Sales, services and supplies, access to the most up-to-date information and technology. Our service team which consists of 10 members, is highly trained and experienced in all aspects which are needed.

The Wall Street Financial package is sold and supported through P.O.S. Systems alone. It involves accounts payable, accounts receivable, point-of-sale and inventory.

APPLICATIONS MARKET:

Retail Trade
Grocery Stores

PRO-SCAN INFORMATION SYSTEMS

409 Taché Blvd.
Winnipeg Mb. R2H 2A6

CONTACT:
Ken C. Sime
☎ (204) 235-3054
Fax: (204) 943-5302

PRODUCT AND SERVICES PROFILE

PRO-SCAN provides comprehensive workload patient/client tracking information for health and human service professions including social work, psychology, psychiatry, occupational therapy, physiotherapy, vocational services, recreational therapy, nursing, pastoral care, etc. The highly flexible design makes PRO-SCAN products adaptable to most service focused professions.

Products are available as a single professional discipline version, **PRO-SCAN Enhanced Activity Reporting System** or an integrated multidisciplinary version which provides the unique ability to consolidate activity across professional groups, the **PRO-SCAN Multidisciplinary Activity Reporting System.**

SPECIAL FEATURES

- high clinician acceptance
- simplified data collection and entry
- comprehensive reporting
- Government of Canada, National Workload System Compatibility
- proprietary weighting systems
- National comparative data capacity
- Service Bureau option

APPLICATIONS MARKETS

- Medical

OPERATING HARDWARE

Pro-scan programs require an IBM PC/AT or compatible operating under MS DOS 3.0. LAN versions will be available in the future

DISTRIBUTION

Their products are marketed directly by PRO-SCAN.

PROSYSTEMS COMPUTER CONSULTING

P.O. Box 42206
1881 Portage Avenue
Winnipeg, Mb. R3J 3X8

CONTACT:
Shirley Thomasson, President
☎ (204) 947-5699
Fax: (204) 944-8357

PRODUCT AND SERVICES PROFILE

ProSystems provides computer software installation and training. Specializing in the MS DOS Accounting programs, ACCPAC, Bedford and DacEasy, ProSystems holds regularly schedules training seminars at its office in Winnipeg. Courses include, Selecting the Right Computerized Accounting Software For Your Business.

SPECIAL FEATURES

- training text provided with all training sessions
- training sessions can be tailored to a business's specific needs

APPLICATIONS MARKETS

- Small to Medium Size Businesses
- Accounting and Consulting Firms' Clients
- Individuals

QUANTIC LABORATORIES INC.

200-281 McDermot Avenue
Winnipeg, Mb. R3B 0S9

CONTACT:
Mr. Curtis Rebizant
Product Marketing Manager
☎ (204) 943-2552
Fax: (204) 957-1158

PRODUCT AND SERVICES PROFILE

Quantic designs and develops CAE software for the analysis of printed circuit board designs. It uses the highly accurate boundary element and model analysis methods in conjunction with sparse-matrix techniques, to simulate complex networks including multiconductor coupled transmission lines.

Boardscan provides powerful, rapid and automated screening capability for identifying critical nets on entire printed circuit boards.

APPLICATIONS MARKETS

- Defense industry
- Aerospace industry
- Engineering
- Microelectronics

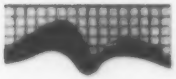
OPERATING HARDWARE

Cray, Sun, DEC, HP/Apollo, Apple, MIPS, Intergraph. Quantic products use UNIX, X-Windows, Suntools software environments.

DISTRIBUTION

Quantic products are marketed directly and through field representatives and national distributors.

RESCOM VENTURES INC.



201-743 Ellice Avenue
Winnipeg, Mb. R3G 0B3

CONTACT:
Mr. Doug Mann
Executive Vice-President
☎ (204) 783-4614
Fax: (204) 783-0021

PRODUCT AND SERVICES PROFILE

Rescom Ventures provides design, development and production of financial software applications, specializing in integrated systems for the investment industry.

MarketMate is a client and portfolio management system for retail brokers.

International Manager is a multi-currency portfolio management and accounting system for asset management groups.

APPLICATIONS MARKETS

· Investment industry

OPERATING HARDWARE

XT, 286, 386. Rescom products utilize DOS, Unix, AIX and Novell software environments and are written in "C".

DISTRIBUTION

Rescom products are marketed directly and through field representatives.

RUTH COMPUTER SYSTEMS

3-1777 Portage Avenue
Winnipeg, Mb. R3J 0E8

CONTACT:
Ian Ruth, President
☎ (204) 888-1336
Fax: (204) 889-9800

PRODUCT AND SERVICES PROFILE

Ruth Computer Systems markets a variety of hardware and software products and provides training and technical backup support.

Summation 2400 System is a fully integrated point-of sale inventory and full accounting program for mid-sized business with up to 99 terminal or modem remote stations hookup. It allows instant access to inventory with a live system rather than batch mode.

Other programs include **Armor Premier, Spreadsheet, Word Processing, Database, Accounting.**

APPLICATIONS MARKETS

- Point of Sale
- Small Business
- Manufacturer
- Retail Dealer
- Service Industry

OPERATING HARDWARE

IBM Compantible, 286,386, Novell, LANtastic

SAFESOFT SYSTEMS INC.

202-1100 Concordia Avenue
Winnipeg, Mb. R2K 4B8

CONTACT:
Mr. Robert Dormer
President
☎ (204) 669-4639
Fax: (204) 668-3566

PRODUCT AND SERVICES PROFILE

SafeSoft Systems Inc. is a software development house specializing in security code management.

SafeSoft systems specializes in producing quality software that eliminates the need for hardware lock devices.

Our software products are sold for the purpose of protecting your investment against lost, stolen, defective or incompatible lock devices.

SHL SYSTEMHOUSE INC.

Suite 350-363 Broadway
Winnipeg, Mb R3C 3N9

CONTACT:
Barry Deakin,
Account Executive
☎ (204) 944-9166
Fax: (204) 943-2765

PRODUCT AND SERVICES PROFILE

Systemhouse's business is to offer its clients fully integrated computer based systems, combining hardware, software and communications to meet the complex and unique needs of large organizations and governments.

Systemhouse works as a partner with its clients, and it is the combination of their understanding of their requirements and our knowledge of leading edge technology which provides the ultimate solution.

SLM SOFTWARE INC.

1780 Wellington Ave. Ste. 500
Winnipeg Mb. R3C 1L6

CONTACT:
Mr. Joe Simpson
Account Specialist
☎ (204) 786-2656
Fax: (204) 783-8286
Toll Free: 1-800-263-4968

PRODUCT AND SERVICES PROFILE

SLM provides software and services to the financial, retail and health care industries.

ESP Link accommodates electronic funds transfer, point-of-sale retail and banking systems and other real time transaction switching applications.

APPLICATIONS MARKETS

- Financial industry
- Retail
- Health care

OPERATING HARDWARE

ESP-Link was built on a UNIX platform both hardware and database management system independent. It operates on NCR, Tandem, Sequoia and IBM machines. Programming is in C and INFORMIX.

DISTRIBUTION

SLM products are marketed worldwide through field representatives and national distributors.

SOFTRENT

41074A Main Street Smithfield Avenue
Winnipeg, Mb. R2W 5J3

CONTACT
Mel Orecklin, P.Eng., MBA,
President
tr (204) 586-2222
Fax: (204) 586-2223

PRODUCT AND SERVICES PROFILE

SoftRent is a professional software evaluation service with a library of 200 of the most current PC compatible software packages.

SoftRent can provide 800, 1000 and 1200 dpi in 8½ " x 11" of tabloid size typesetting and 11" x 17" colour scanning for the PC and Macintosh. Ideal for in-house printing of documentation.

SPECIAL FEATURES

- The largest professional and business software rental library in Manitoba
- Deposit waived for corporate/government members with courier pick-up

APPLICATIONS MARKETS

- Programmers
- Educators
- Accountants
- Managers
- Small business POS
- Beginners to expert

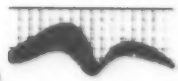
OPERATING HARDWARE

PC compatibles

DISTRIBUTION

SoftRent is a retail store-front and serves the entire Manitoba market with delivery of software by bus express.

SOFTWRITE DOCUMENTING



P.O. Box 175
Dugald, Mb. R0E 0K0

CONTACT:
Ms. Susan Haire
President
☎ (204) 755-3493
Fax: (204) 755-3493

PRODUCT AND SERVICES PROFILE

Softwrite designs and writes documentation for software developers. Services include software user guides, program specifications, instruction manuals, design of on-line documents/help screens, evaluation of existing documents.

APPLICATION MARKETS

- Software developers
- Technical writing departmen overflow

DISTRIBUTION

Softwrite Documenting services are marketed directly.

SPECTRA COMPUTER SYSTEMS LTD.

Unit 41-1313 Border St.
Winnipeg, Mb. R3H 0X4

CONTACT:
Mr. Morton Grant
Sales Representative
☎ (204) 694-2332
Fax: (204) 694-2386

PRODUCT AND SERVICES PROFILE

Spectra provides software for the property management industry.

Property Master is an online, interactive system, menu-driven and featuring modular design. Modules include residential, commercial and shopping centre management, integrated to general ledger and accounts payable. Automatic GST and sales tax charging are fully incorporated. The commercial module includes comprehensive calculations of recovery of operating costs. The **Residential Module** includes security deposit interest calculation. The management reports include:

- Master rent rolls
- Vacancy listings
- Lease expiration reports
- Parking control reports
- Tenant mailing labels
- Tenant invoices and statements
- Trust statements
- GST audit reports
- User defined Financial Statements

Merchant Master is a point-of-sale/order entry system. Fully integrated to AR, Inventory and GL and includes integrated AP and PO systems.

APPLICATIONS MARKETS

- Property management industry

OPERATING HARDWARE

S/36, PC, XT, 286, AT, 386, 486, Altos. Spectra programs utilize DOS, S/36, UNIX and Novell software environments. Language is Basic RPG.

DISTRIBUTION

Spectra products are marketed through field representatives.

STATIONMASTER

239 Niagara Street
Winnipeg Mb. R3N 0V1

CONTACT:
Ms. Alexa Campbell
Owner
☎ (204) 489-5471

PRODUCT AND SERVICES PROFILE

StationMaster is a business system developed to help end users manage their workstations. It helps users design an organization for their work on a PC and implement that organization. Through a structured workshop and the use of a training manual, participants develop an awareness of how they work, how their work interacts with the work of others and how to structure files and directions on their PCs to reflect their work patterns.

SUB ROSA INC.

708 Oakenwald, Wpg.Mb.
BRANCH OFFICE
34, 1170 Shepard Ave. W,
Downsview ON
CONTACT:
Mr. Sid Burstyn, VP
☎ 800-55INFOS
FAX: 800-4INFOFX

PRODUCT AND SERVICES PROFILE

Sub Rosa develops high-speed database and procedural language for professional developers. Products include **VP-Info** database and 4gl dev. system, **SR-Info, VP-Info Professional** and **VP-Info Professional II.**

APPLICATIONS MARKETS

- Professional developers

OPERATING HARDWARE

8088, 286, 386, 486, etc., employing MS.DOS and supports Novell, LANtastic and other networks. Programming language is "C".

SYNNE MANAGEMENT LTD.

24 Keswick Avenue
Winnipeg, Mb. R3P 0R9
☎ (204) 832-5856

PRODUCT AND SERVICES PROFILE

Provides custom programming, data recovery, consulting, and software training.

TAKE TWO INC.

300-207 Fort Street
Winnipeg Mb. R3C 1E2

CONTACT:
D. Grabowski, Vice-President
(☎204) 942-3553

PRODUCT AND SERVICES PROFILE

Take Two Inc. develops, markets and supports a school board administration solution. Our offerings include:

- Financial Management
- Payroll/Personnel Management
- Student Management
- Fixed Asset Management
- Warehouse/Inventory Management

CIMS III is a totally integrated school board administration solution including finance, payroll, personnel, student management, and materials management.

APPLICATIONS MARKETS

- School Boards
- Colleges
- Education

OPERATING HARDWARE

The software is written in RPG3 and is offered exclusively for the IBM AS/400 Platform.

TALON CONSULTING INC.

14 Brentlawn Blvd.
Winnipeg, Mb. R3T 4X8

CONTACT:
Mr. Lance Ladan
Systems Analyst
☎ (204) 233-2063
Fax: (204) 275-1961

PRODUCT AND SERVICES PROFILE

Talon Consulting provides installation of Novell Netware, including:

- Installation of Novell Netware 286, 386
- LAN needs analysis and strategic planning
- LAN systems implementation and facilities management
- LAN administrator procedures
- Network performance optimization

TEACHER'S CHOICE PRODUCTIONS

982 Hector Avenue
Winnipeg, Mb. R2M 2G6

CONTACT:
Mr. William J. Buckels
Owner and Manager
☎ *(204) 452-2815*

PRODUCT AND SERVICES PROFILE

Teacher's Choice Productions develops user-definable and custom educational software for the elementary school and home markets. **MeToo**, a language arts education package, is one of the products available. Various languages, including French, are provided.

APPLICATIONS MARKETS

- Elementary schools
- Homes

OPERATING HARDWARE

PC, EX (808x types), 286, AT, 386, 486, Apple, others. Teacher's Choice Productions products operate in Apple PRODOS and IBM/MS.DOS environments with "C" programming language.

DISTRIBUTION

Teacher's Choice Productions products are available through select field representatives.

TECH-WRITE DOCUMENTING

239 Niagara Street
Winnipeg, Mb. R3N 0V1

CONTACT:
Ms. Alexa Campbell
Owner
☎ (204) 489-5471

PRODUCT AND SERVICES PROFILE

Tech-Write produces procedures and users' manuals, and also produces and edits technical newsletters, writes technical articles and delivers workshops in various aspects of technical writing: online screen design, document development methodology, better writing.

TKM SOFTWARE

839-18th Street
P.O. Box 1525
Brandon, Mb. R7A 6N3

CONTACT:
Ross Eastly, Managing Director
☎ (204) 727-3873
Fax (204) 727-3338

PRODUCT AND SERVICES PROFILE

MicroCAT Library automation software .

SPECIAL FEATURES

- words and phrases can be combined.
- on line public access catalogue available.
- designed to improve the search capabiltiies of the card catalogue.
- patrons get a list of possible titles using data they know.
- every word in every author, title and subject is indexed.

APPLICATIONS MARKETS

- Libraries
- Schools, Universities
- Governments
- Coporations

DISTRIBUTION

TKM products are marketed directly.

TOTAL SOFTWARE

P.O. Box 42206
1881 Portage Avenue
Winnipeg, Mb. R3J 3X8

CONTACT:
Ms. Shirley Thomasson
President
☎ (204) 947-5699
Fax: (204) 944-8357

PRODUCT AND SERVICES PROFILE

Total Software develops educational software in basic skills for individual and classroom use.

ProTutor Accounting 1 uses the computer to help the student learn basic accounting skills in six easy-to-follow interactive concept modules. It includes an instructor utility module that uses the computer to do error diagnostics, electronic record keeping and paper test creation. It can also be used to prepare materials for the computerized accounting class.

APPLICATIONS MARKETS

- Government
- Education

OPERATING HARDWARE

PC, XT (808x types), Apple other than Mac.

DISTRIBUTION

Total Software products are marketed through retail outlets and field representatives.

TREND-TECH SOFTWARE SOLUTIONS

7 Regis Drive
Winnipeg, Mb. R2N 1J9

CONTACT:
Kris Ramcharan
President
☎ (204) 772-6619

PRODUCT AND SERVICES PROFILE

Trend-Tech offers point of sale systems for beauty salons, health clubs and other point of sale businesses which will utilize customer bases.

Services include custom program development in Dbase/clipper and "C".

SPECIAL FEATURES

- Customer control
- Sales/Service analysis
- Inventory/management reports
- Cash reconciliation
- Client/member marketing
- Staff performance
- Payroll/personal information
- PST & GST reporting

APPLICATIONS MARKETS

- Beauty Salons
- Health Clubs
- P O S business

OPERATING HARDWARE

IBM and compatibles, 286, 386, and 486 personal computers.
Minimum Ram 640k.

DISTRIBUTION

Trend-Tech products are marketed directly.

TSI SOFTWARE LTD.

P.O. Box 42206
1881 Portage Avenue
Winnipeg, Mb. R3J 3X8

CONTACT:
Mr. Ed Dreger Director of Sales and Marketing
☎ (204) 947-5699
Fax: (204) 944-8357

PRODUCT AND SERVICES PROFILE

TSI Software Inc. markets to the Canadian and U.S. educational and private markets an array of high quality computer training material that includes software learning guides published by an affiliate esc Enterprises, software tutorials developed by an affiliate Total Software as well as computer educational products developed by other companies in the U.S. and Canada. The company is especially successful at developing or sourcing multimedia computer educational training packages at a basic level, that are clear, concise and easy to follow.

TSI supports education: for the computer; through the computer:

- by software development
- by the publishing of training material
- by consulting and specific training
- by marketing related quality products

APPLICATION MARKETS

- education

DISTRIBUTION

TSI is currently expanding its representation through North America. These products and many other materials are marketed through a network of agents and dealers.

TUXEDO SYSTEMS GROUP

201-2025 Corydon Avenue
Winnipeg, Mb. R3P 0N5

CONTACT:
Ms. Gail Derby
☎ (204) 284-1512
Fax: (204) 488-4409

PRODUCT AND SERVICES PROFILE

Tuxedo Systems manufactures and distributes point-of-sale software, stand-alone DOS-based or networked.

RESULTS! performs all POS functions: cash sales, invoices, credit notes and packing slips.

SPECIAL FEATURES

- Will open a cash drawer and print to a slip printer
- Invoicing, order control, accounts receivable, inventory and sales analysis.

APPLICATIONS MARKETS

- All POS businesses

OPERATING HARDWARE

PC, 286, 386, 486. Tuxedo Systems products utilize DOS, NOVELL, Lantastic and PCMOS software environments, with Clipper language.

VETBASE PLUS SOFTWARE

2-399 Sherbrook Street
Winnipeg, Mb. R2B 2W7

CONTACT:
Dr. Shiraz A. Juma
Owner
☎ (204) 772-7108
Fax: (204) 774-0737

PRODUCT AND SERVICE PROFILE

DC MANAGER (for Chiropractors) and OD MANAGER (for Optometrists) provide electronic billing electronic reconciliation, appointment scheduling, medical history, third party billing, recalls, and inventory control. VETPRO (for Veterinarians) provides direct access to patient information, reminders, inventory control, client education, formulary, surgery and radiology log, etc.

SPECIAL FEATURES:

- Direct and easy access to patient information
- Electronic submission
- Electronic reconciliation
- Medical History

APPLICATION MARKET

- Chiropractors
- Optometrists
- Veterinarians

OPERATING HARDWARE

IBM and Compatibles 286, 386, or 486 Personal Computers and DOS Environment Program written in FOXPRO. Distribution directly and referrals.

VISACOM MARKETING SERVICES LTD.

405-115 Bannatyne Avenue
Winnipeg, Mb. R3B 0R3

CONTACT:
Ms. Donna L. Kosmuk
President
☎ (204) 947-0211
Fax: (204) 943-2972

PRODUCT AND SERVICES PROFILE

Visacom offers creative services, such as unique campaign themes for appropriate target markets; design, illustration, photography; state-of-the-art computerized graphics and desk-top publishing; distinctive copywriting; audio-visual presentations. PC-based desk-top publishing systems are used to support these services and to utilize client files for input into sophisticated documents such as newsletters, advertisements and brochures.

Desk-Top Publishing and Graphics can produce print-ready ads, brochures, newsletters, etc., as well as floor plans for all types of real estate.

APPLICATIONS MARKETS

- Construction industry
- Housing
- Real estate
- Advertising
- Public relations

OPERATING HARDWARE

286, AT-all makes, 386, 486. Visacom products utilize MS.DOS, Windows/ Pagemaker 4.0 software environment.

DISTRIBUTION

Visacom products are marketed directly and through word of mouth.

VROOMAN & ASSOCIATES LTD.

3317 Roblin Boulevard
Winnipeg, Mb. R3R 0C2

CONTACT:
Mr. Keith Green
Computer Support Specialist
☎ (204) 831-5167
Fax: (204) 896-3282

PRODUCT AND SERVICES PROFILE

Vrooman & Associates provides needs assessent, installation, training, support and custom application programming services.

Contractor's Invoicing generates progress and other miscellaneous billings for jobs being tracked using ACCPAC Plus Job Costing. Invoice and credit note transactions are exported to ACCPAC Plus Accounts Receivable for posting to the customer's account. CI also provides enhanced job reporting and includes a function that allows for modification of original job prices and change orders.

APPLICATIONS MARKETS

- Construction Industry
- Housing Industry

OPERATING HARDWARE

IBM PCs. CI uses MS.DOS, ACCPAC Plus, WSM, Novell, 3COM, IBM PC LAN software environments and is written in Access C.

DISTRIBUTION

Vrooman products are marketed directly.

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